

**THE RHODE ISLAND CONVENTION CENTER AUTHORITY 312th
MEETING OF THE BOARD OF COMMISSIONERS December 20, 2007**

A meeting of the Board of Commissioners of the Rhode Island Convention Center Authority (hereinafter referred to as "Authority", the "CCA" or the "Board") was held on December 20, 2007 at 9:00 a.m. pursuant to notice, at the Rhode Island Convention Center Boardroom, One Sabin Street, Providence, Rhode Island.

Board members present were Chairman, David A. Duffy, Commissioners, Jeff Hirsh, Bernie Buonanno, Jason Fowler, Patrick Butler, George Nee, Paul MacDonald, Dale Venturini and Marianne Corr.

Also present were James P. McCarvill, Executive Director, Betty Sullivan, Ken Mancuso and Kerrie Bennett, Rhode Island Convention Center Authority; Bruce Leach, Legal Counsel; Tim Muldoon, Deb Tuton and Nancy Beauchamp, SMG/RICC; Larry Lepore, Eleanor SanAntonio, Cheryl Schadone and Kym Chevian, SMG/DDC; Neil Schriever and Martha Sheridan, PWCVB; Larry Bacher and Steve Duvel, Gilbane; Eric Ahlborg, ABM; Bob Bromley, Senate Fiscal Office; and Eileen Smith, Recording Secretary. CALL TO ORDER

Recognizing a quorum, Chairman Duffy called the meeting to order at 9:05 a.m.

APPROVAL OF MINUTES

Chairman Duffy entertained a motion to accept the minutes of the 311th meeting, November, 2007. Upon a motion duly made by Mr. Buonanno and seconded by Mr. Butler it was unanimously VOTED: to approve the minutes as distributed

Chairman Duffy instructed the Authority office to send the approved minutes to the Secretary of State's Office via electronic mail.

Chairman Duffy changed the sequence of the agenda to allow the Dunkin' Donuts Center Committee to present their report first in order for the Dunk people to further prepare for the Hannah Montana concert.

DUNKIN' DONUTS CENTER

Mr. Buonanno reported that the Dunkin' Donuts Center Committee had met on Tuesday. He asked Mr. Duvel to address the Board. Mr. Duvel noted that a copy of the project status report had been included in the Board package. He said that the report indicates that the renovations are approximately 74% complete and the cost projection continues on budget. Mr. Duvel noted that changing some of the retractable seating to folding chairs saved a significant amount. Mr. Duvel reported that the suite opening has been delayed until January 7th and noted that the club kitchen will not be ready for the suite opening. Discussions ensued regarding food service to the suites and the club area. Mr. Duffy asked what was being done about

the audio problem. Mr. Duvel stated that the system went down and the problem was traced to a fuse. He said the problem has been solved. Mr. Duffy inquired if there were any problems with the sub-contractors. Mr. Duvel responded that there are no issues. He stated that improvements are taking place with every performance. Mr. Duffy asked if the new marquee will be lit. Ms. Bennett said that it is lit at night.

Mr. Ahlborg stated that he was working with Ms. Bennett, Gilbane and SMG on a punch list of items. He reported that now that the building is approximately 80% complete there should not be any more surprises. Mr. Ahlborg said that hopefully no more asbestos will be encountered and that none was found this month. Mr. Duffy and Mr. Buonanno thanked Mr. Ahlborg.

Mr. Lepore reported that every event gets better. He said that the John Melencamp concert was canceled because of the snow storm. Mr. Lepore said that it was the acts decision to cancel. He said that if the decision had been ours we would have been responsible to pay his guarantee. Mr. Lepore said that this way we can recoup rent and other expenses. Mr. MacDonald said that a great job had been done on snow removal at both facilities. Mr. Lepore noted that with the help of Kerrie Bennett who made arrangements with Blue Cross to use their courtyard, the Hannah Montana show had set up a tent for pre-show entertainment and merchandise sales. Mr. Lepore stated that from tonight through New Years approximately 70,000 patrons

will visit the building. He said that we have Hannah, Providence Bruins Hockey, Providence College Basketball and Disney on Ice. Mr. Duffy asked Mr. Lepore to discuss security for the Hannah Montana concert. Mr. Lepore stated that the Attorney General's Office would be sending a fraud unit to help with any bogus tickets. He also noted that there will be some disappointed people but that the staff was ready to deal with patron meltdown. Mr. Nee asked what kind of numbers we are talking about. Mr. Lepore said that we can expect up to 50 unhappy parents. Ms. Venturini thanked Ms. Schadone for alerting her and the restaurant community to the effect that the show had in other venues. Ms. Schadone reported that the staff is well prepared. She noted that Citizens Bank will be on site to make sure that the ATMs are working properly. Ms. Schadone reported that the promoters of Disney on Ice and Red Door Spa sponsored a Princess for a Day event where little girls and adoptive mothers were treated to an afternoon of beauty. Ms. Schadone distributed the newest art work featuring a pair of work boots, a reference to the ongoing renovations, for advertising the Dunkin' Donuts Center to promoters and agents in trade publications.

Mr. Duffy asked Mr. McCarvill to present the consolidated financial review. Mr. McCarvill reported that Net Income for the Dunkin' Donuts Center for the month of November was positive \$23,730 to budget and positive \$21,584 to the prior year. He noted that there was one less event than budgeted but we have had a good re-start to operations. Mr. McCarvill reported that Year to Date Net income was

(\$43,458) to budget and positive \$441,250 to prior year. He noted a lag in advertising but expects that will pick up. Mr. McCarvill stated that Net Income for the Convention Center for the month of November was positive \$125,663 to budget but negative (\$116,934) to the prior year primarily due to the event mix. He noted that 2007 was an off year rotation in the Wire & Cable trade show. Year to Date Net Income was positive \$333,720 to budget and positive \$364,375 to the prior year due primarily to strong parking and non Food & Beverage revenues and good control of indirect expenses. Mr. McCarvill reported that the Combined Operations for the month of November were positive \$28,506 to budget and positive \$50,091 to the prior year.

Year to Date was positive \$197,249 to budget and negative (\$1,128,291) to the prior year again attributable to not receiving \$1,500,000 from the State to begin the fiscal year. He reported that absent that factor we have an improvement of approximately \$1,000,000 to the prior year. Mr. Fowler asked about a rolling advertising panel at the arena. Mr. McCarvill said that we cannot do a ribbon board but we hope to be work with Daktronics to extend the scoreboard for more advertising options. Mr. Fowler also asked the reason that Food & Beverage revenue was down in November. Mr. Muldoon stated that the non-occurrence of the Wire & Cable event contributed to lower Food & Beverage numbers.

CONVENTION CENTER COMMITTEE

Ms. Corr reported that the Convention Center Committee had also

met on Tuesday. Ms. Corr asked Mr. Muldoon to address the Board. Mr. Muldoon reported that the Convention Center had held a mandatory health and safety training day on Wednesday at the Convention Center. He congratulated Ms. Tuton and her staff for organizing the important day for the employees. Mr. Fowler asked if anything is done regarding pest control safety. Mr. Muldoon responded that nothing is planned for this year but training has taken place in the past and will be brought back for next year. Ms. Corr reported that the Downtown Improvement District's contract for parking their equipment was about to expire. She noted that the Convention Center Committee had voted to recommend renewing the contract for another year. Upon a motion duly made by Ms. Venturini and seconded by Mr. MacDonald it was unanimously

VOTED: to renew the contract with the Downtown Improvement District for parking their equipment behind the Convention Center.

Chairman Duffy asked Ms. Tuton to report on the preventative maintenance schedule. Ms. Tuton stated that she was still in the process of reviewing the service requirements for the Dunk equipment. She noted that she is playing catch up. Mr. Muldoon reported that the Festival of Trees did not do as well as expected but they are working on the final numbers. Mr. Duffy inquired if it will continue. Mr. Muldoon said that they would take a hard look at the event for the future and meet with the FOT Board to assess the situation. Mr. Butler asked if there had been any complaints about

the talent search event held at the Convention Center. He stated that he understood that people are being misled into believing that their child would be used in advertising. Mr. Muldoon said no and if there are any negative feelings about the event it would reflect poorly on the Convention Center. Mr. MacDonald noted that Mr. Butler was right to be concerned. Mr. McCarvill said that model and talent searches have been held at the Convention Center for some time and most people understand that there is a cost involved and that ACT is recruiting students for their training courses.

MARKETING COMMITTEE

Mr. Muldoon reported that a Fidelity event would be held at the Convention Center during the summer of 2008. He noted that the event had been in Boston in the past. Mr. Muldoon stated that the Convention Center would sponsor a party suite for Dancing with the Stars as a thank you to Fidelity.

Ms. Venturini asked Ms. Sheridan and Mr. Schriever to address the Board. Ms. Sheridan was pleased to report that US Airways magazine contained a thirty page editorial on the City of Providence. She said that thanks to go out to Kristin Adamo of the CVB staff for making this happen. Ms. Sheridan also reported that the CVB remodeled web site had a soft launch last week. She said that a few minor glitches were encountered but the launch went very well. Mr. Schriever noted that the Iron Man Competition has confirmed their dates in Rhode

Island. Ms. Venturini thanked Kathy Masino for an outstanding job on the ambassador lunch. She said that the food and service were outstanding.

Chairman Duffy reported that he had heard some complaints about the service at the Westin. Mr. Nee stated that the cost cutting is affecting the quality of service.

Ms. Venturini reported that she has been working with the PUC on training for taxi cab drivers. She stated that they should be welcoming and knowledgeable about the State. Ms. Venturini also noted that there will be a meeting in January to discuss green hospitality.

Mr. Duffy stated that the meeting schedule for 2008 was included in the package that was distributed today. He also reported that Mr. Gavitt was released from the hospital and was recuperating at home. Mr. Duffy noted that we have had a good year and that it required a great deal of hard work. He wished everyone a Merry Christmas and Happy New Year.

Hearing no other business Chairman Duffy sought a motion to adjourn. Upon a motion duly made by Mr. Butler and seconded by Mr. Hirsh it was unanimously

VOTED: to adjourn at 10:25 a.m.